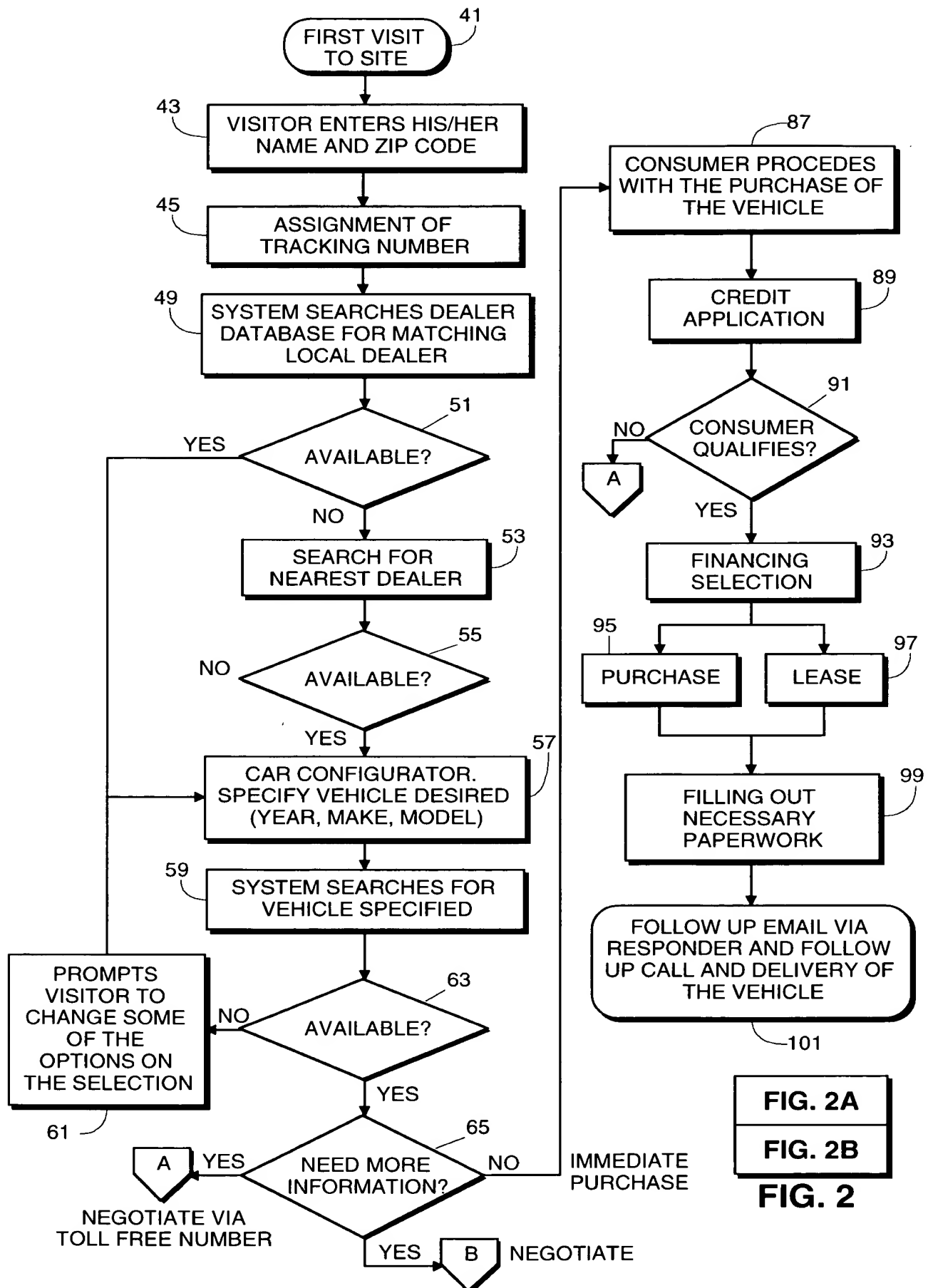


FIG. 1



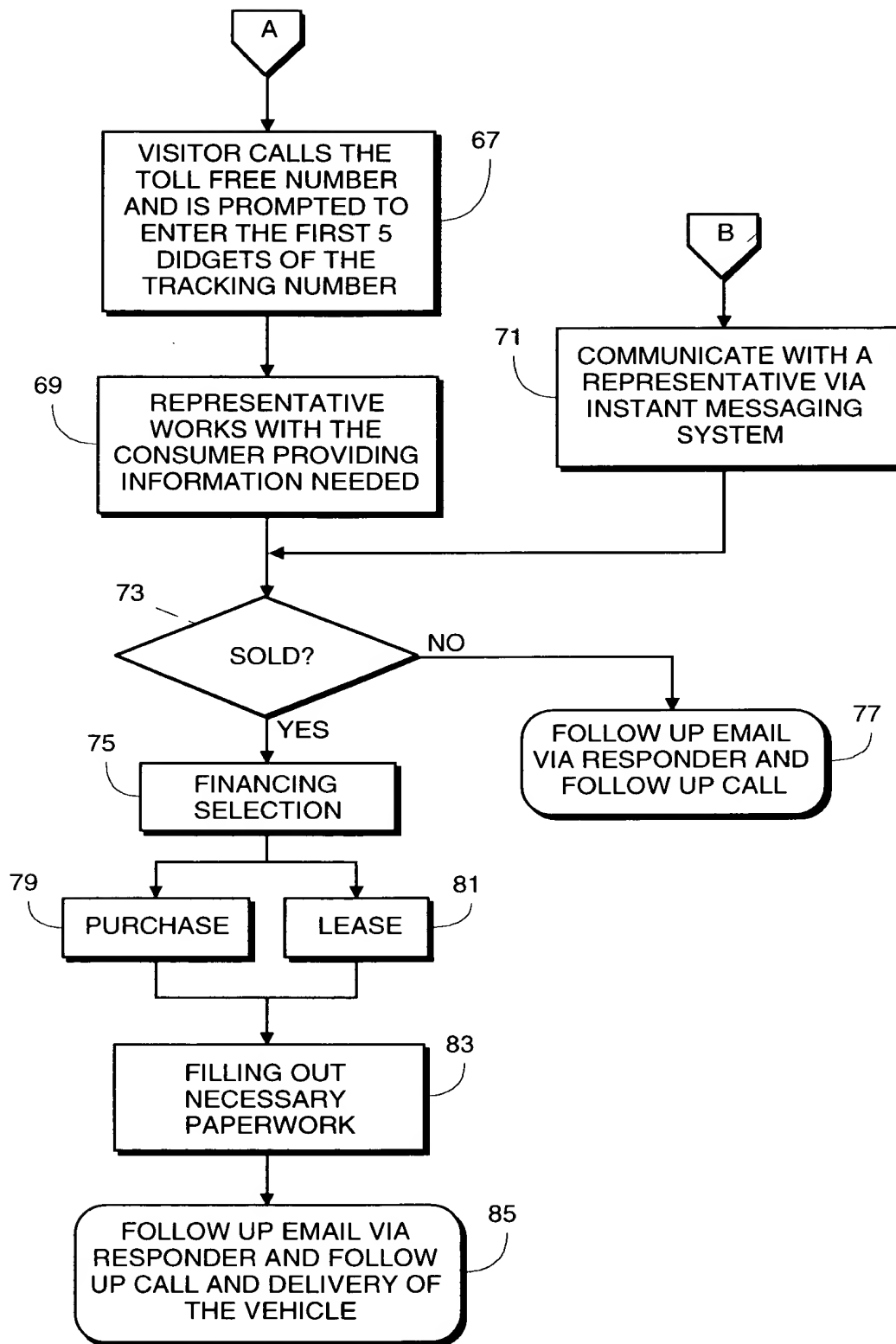


FIG. 2B

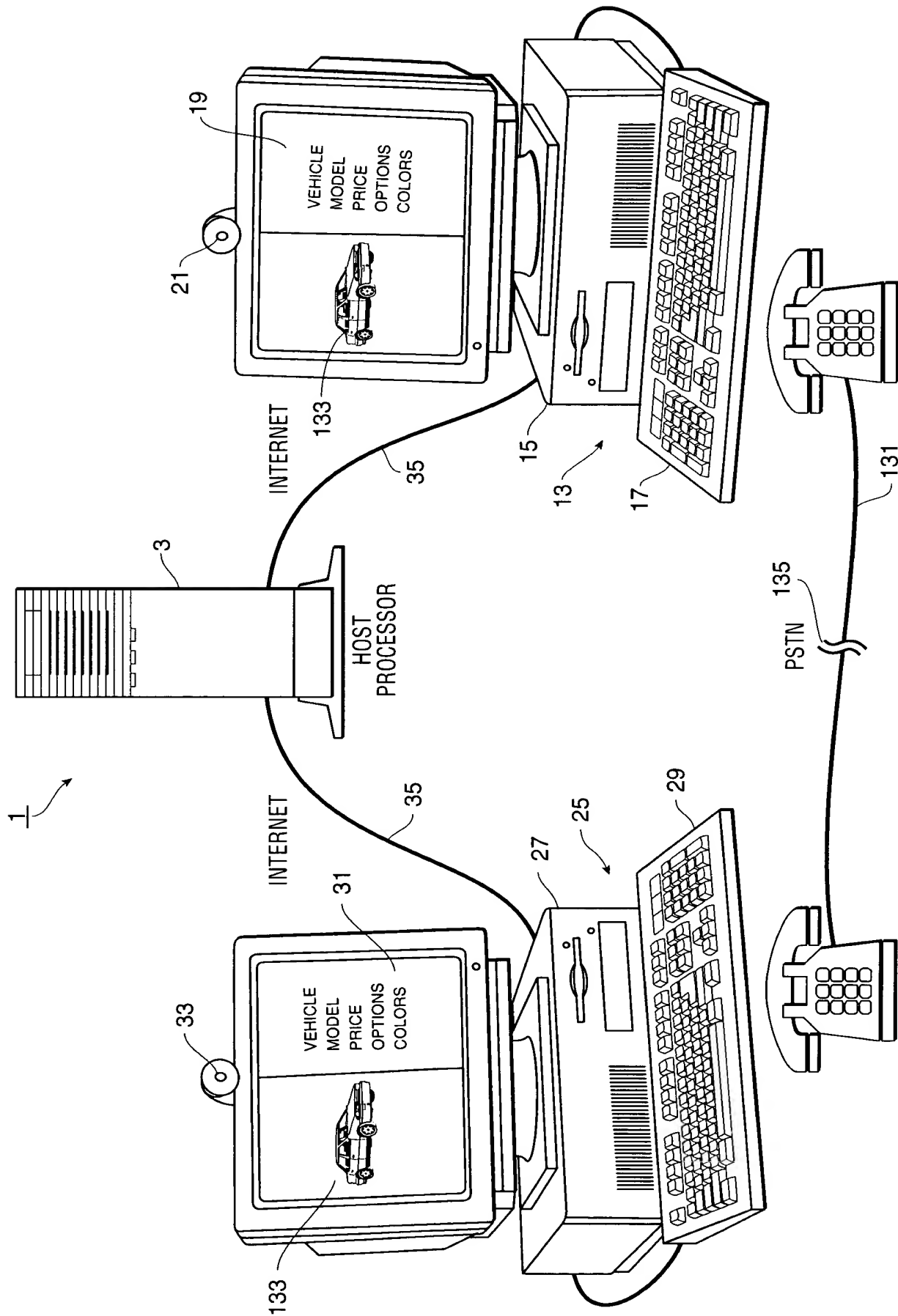


FIG. 3

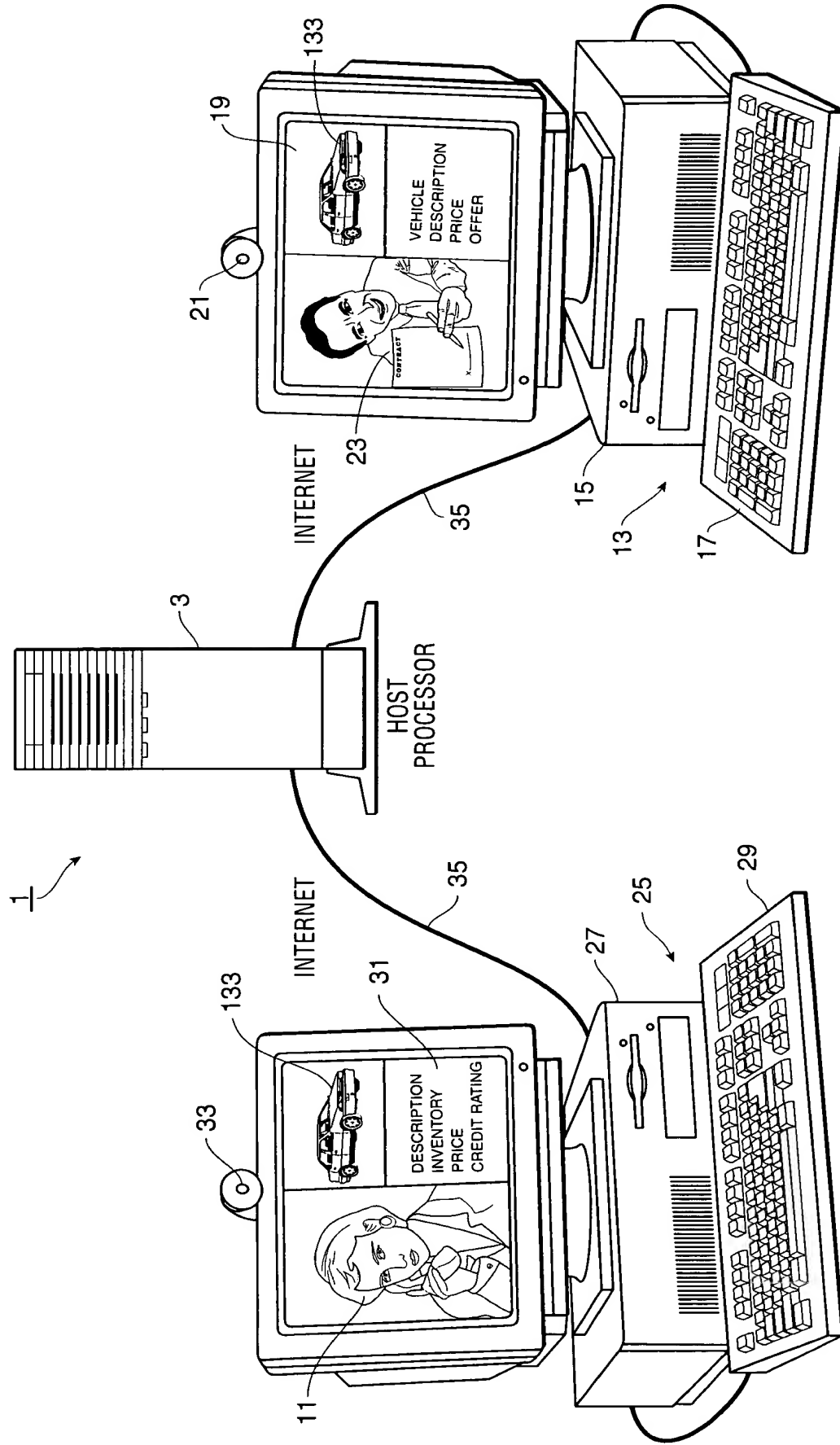


FIG. 4

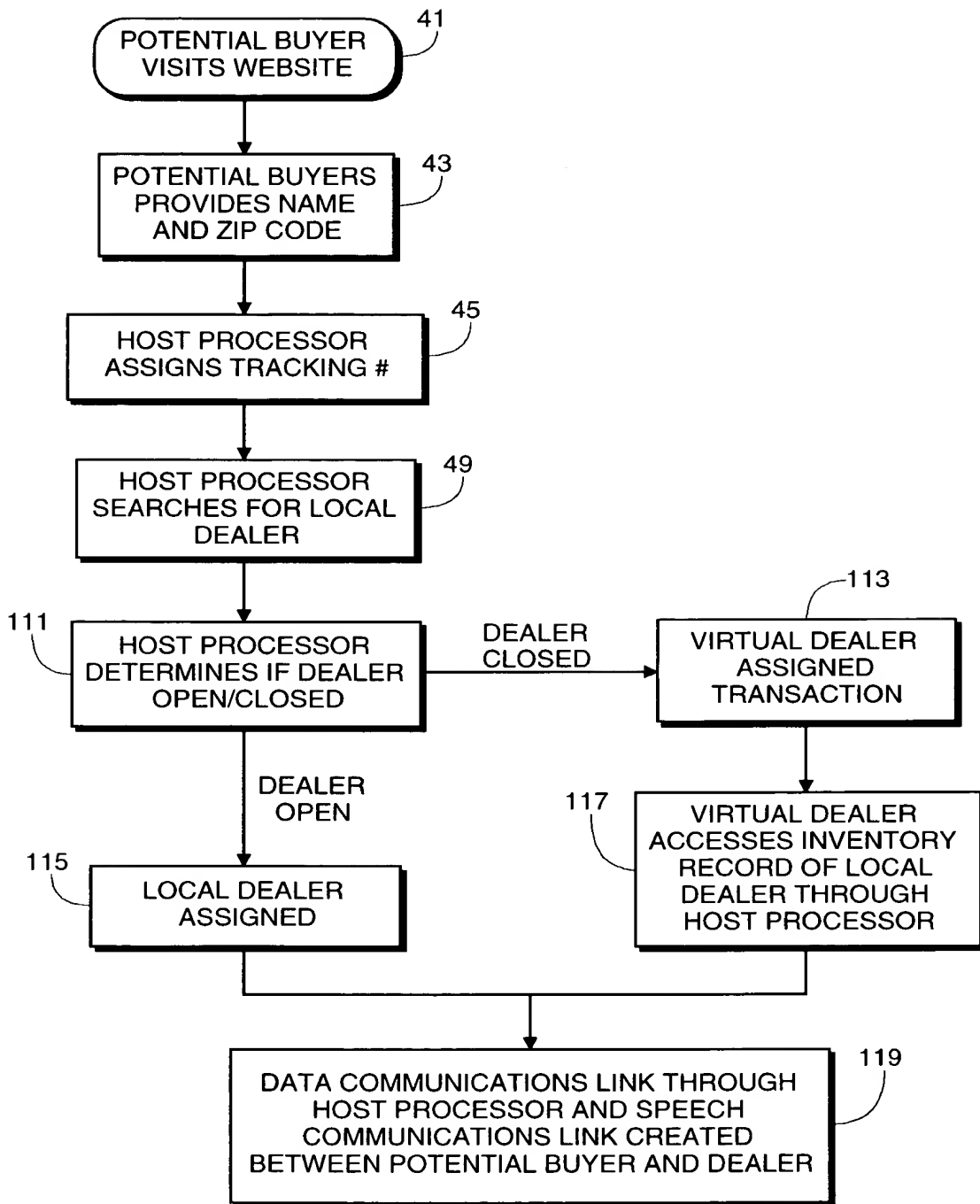


FIG. 5

Tracking #866487

Car Configurator

1. Start Here

Any

2. Or Start Here:

Any

3. Enter Your Zip Code

Zip Code:

4. Begin Search:

Go!

Available Colors:

- ☐ **Aquamarine Metallic**
 - ☐ Agate ☐ Mist Gray
- ☐ **Black**
 - ☐ Agate ☐ Camel/Tan ☐ Mist Gray
- ☐ **Bright Platinum Metallic**
 - ☐ Agate
- ☐ **Bright White**
 - ☐ Agate ☐ Camel/Tan ☐ Mist Gray
- ☐ **Chili Pepper Red Pearlcoat**
 - ☐ Agate ☐ Camel/Tan
- ☐ **Flame Red**
 - ☐ Agate ☐ Camel/Tan ☐ Mist Gray
- ☐ **Forest Green Pearlcoat**
 - ☐ Agate ☐ Camel/Tan ☐ Mist Gray
- ☐ **Light Driftwood Satin Glow**
 - ☐ Agate ☐ Camel/Tan ☐ Mist Gray
- ☐ **Medium Bronze Pearlcoat**
 - ☐ Agate ☐ Camel/Tan
- ☐ **Patriot Blue Pearlcoat**
 - ☐ Agate ☐ Camel/Tan ☐ Mist Gray

Available Options

	Invoice	MSRP
Brakes		
<input type="checkbox"/> Power Disc/Drum with 4 Wheel ABS	\$421	\$495
Convenience		
<input type="checkbox"/> Air Conditioning, Rear Bypass	N/C	N/C
<input type="checkbox"/> Air Conditioning, Rear	\$366	\$430
Drive		
<input type="checkbox"/> 4 Wheel Full-Time	\$336	\$395
Engine		
<input type="checkbox"/> Magnum 5.9L 8 Cylinder 250 hp Gas	\$506	\$595
Interior		
<input type="checkbox"/> Floor Mats, Front and Rear	\$47	\$55
Mandatory		
<input type="checkbox"/> Warranty Enhancement (NY Only)	Dlr	Dlr
<input type="checkbox"/> Emission Equipment (CA)	N/C	N/C
<input type="checkbox"/> Emission Equipment, Border States	N/C	N/C
Other		
<input type="checkbox"/> Mopar Accesories	Dlr	Dlr
Paint		
<input type="checkbox"/> Clearcoat Metallic	N/C	N/C
<input type="checkbox"/> Pearlcoat	N/C	N/C
<input type="checkbox"/> Satin Glow	N/C	N/C
Safety		
<input type="checkbox"/> Mirrors, Power Foldaway including Mirrors, Outside Heated	\$64	\$75
Seats		
<input type="checkbox"/> Seat, 2 Passenger Third Row Folding Bench	\$468	\$550
Sound		
<input type="checkbox"/> Radio, AM/FM Stereo with Cassette, CD, EQ	\$255	\$300
<input type="checkbox"/> Speaker System, Infinity	\$281	\$330
Tires		
<input type="checkbox"/> 31X10.5R15 All-Season SBR Goodyear OWL including Wheels, 15 inch x 8.0 Aluminum, Wheels, 15-inch Aluminum 5-Spoke, Moldings, Wheel Lip, Spare Tire, 31X10.5R15 All-Season SBR Goodyear OWL	\$395	\$465
<input type="checkbox"/> P235/75R15XL All-Terrain Radial Goodyear Wrangler OWL	\$213	\$250

FIG. 6

Loan Worksheet

Deal Information

Existing Deals ☐ Load ☐

Salesperson YOUR NAME HERE

Deal Date 6/27/00

VIN 12345000000 *

Stock # 1200 *

Costs \$71195 \$71195 \$81564
Cost* Invoice* MSRP*

Costs

Vehicle Price \$75000

Accessories \$800

Warranties \$400

GAP Insurance \$ *

Total Price \$76200 *

Sales Tax \$5874.5

Luxury Tax (ex. GC Dealer Tax) \$0

License Fee \$

Doc Fee \$45 *

Total Costs \$82119.5

Down Payment

Trade #1

ACV

Payoff

Net Trade #1

Trade #2

ACV

Payoff

Net Trade #2

Payments

Amount Financed \$71145.5

Term 72 months

First Payment 45 days *

APR 20 % *

Add On Rate 12.42 % *

Buy Rate 19 % *

Participation 70 % *

Sales Tax Rate 7.75 % *

Finance Charge \$53022.09

Profit

Vehicle Profit \$3805

Accessories Profit \$0

Warranties Profit \$0

Finance Profit \$1855.77

Total Profit \$5660.77

Monthly Payment \$1724.55 *

Start Payments 8/11/2000

Name of Dealer

Save Deal Information

Reset Numbers

* Changable

Italics Computed ONLY

FIG. 7

Tell Me About Financing

The loan calculator allows you to figure out the monthly payments on the perfect vehicle that fits your budget.

MSRP: \$20000

Your Price: \$20000

Sales Tax: 7.75 %

Enter the purchase price of the vehicle you are interested in and then proceed to the finance calculator on the right to find the monthly payment most comfortable for you.

Change the cash down, the monthly payment, find the right term for your pocketbook, the APR that best fits your credit profile, and the monthly payment that is most comfortable for your budget.

After changing any of the numbers, please press tab to obtain the updated calculation.

Finance Calculator

Loan Financing

Cash Down: \$2000

First Monthly Payment: 30 Days

APR: 8.50 %

Term & Monthly Payments:

3 year	4 year	5 year	6 year
\$612.25	\$478.05	\$397.92	\$344.81

Lease Financing

Cash Reduction: \$2000

Money Factor: 3.60

Residual Percentage: 40 %

Term & Monthly Payments:

2 year	3 year	4 year	5 year
\$552.00	\$401.68	\$326.51	\$281.42

Residual percentage is based upon depreciation of the car over term. This will be completely different for each vehicle. All payments and prices include all known

FIG. 8